

# City of Greenbelt

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Date: May 13, 2016  
To: Mike McLaughlin *MLM*  
Cindy Murray  
From: Dale Worley  
Re: Convergent Technologies – Negotiated Purchase

Convergent Technologies is an International company whose primary focus is security systems technology. The City began working with Convergent in 2015 to do some repairs on selected cameras. Through our working with Convergent, the City contracted with them to upgrade the software that controls and records our cameras. This upgrade was completed in the fall of 2015.

Subsequent to that upgrade, the cameras in Roosevelt Center stopped communicating with our server. Attempts to restore those communications have not been successful. Additionally, we determined that one of the Pan/Tilt/Zoom (PTZ) cameras in the Center was not focusing properly. The Cameras in Roosevelt Center were installed 9 years ago. Thus, parts for repairs are no longer available, which suggests that we need to replace those remaining cameras in the coming months. We have also learned over the years that while PTZ cameras were once cutting edge and can see in many directions, they can only see in one direction at a time and are often pointed in the wrong direction when an incident occurs.

Given the age of the existing infrastructure and the anticipated cost of repairs/replacements, I felt that rather than continue pouring funds into the existing older technology solutions, the City would be better served with a current technology solution. Working with Convergent and Public Works, we have developed a plan to install cameras that see 180 degrees. The plan will mount these small cameras on the side of the building between the Theater and Beijing restaurant, on the front of the Beijing restaurant, and on the covered walkway near the Mother and Child statue. All three of these cameras will be hard wired into the Theater basement and will connect to the Theater's internet connection to get the video back to our server. This solution should give good visibility to the Roosevelt Center area as well as Centerway.

The cost of this unanticipated work is \$9,979 and will put the total spent with Convergent in this fiscal year, over \$10k. I recommend that Convergent be added to the Negotiated Purchase list for 2016.